



March 2, 2021

Notice of Ex Parte

Marlene H. Dortch, Secretary
Federal Communications Commission
45 L Street NE
Washington, DC 20510

Re: Promoting the Deployment of 5G Open Radio Access Networks, GN Docket No. 21-63; Facilitating Shared Use in the 3.1-3.55 GHz Band, WT Docket No. 19-348

Dear Ms. Dortch:

On Friday, February 26, 2021, Niklas Heuvelodop, President and CEO, Ericsson North America, Barbara Baffer, Vice President, Government and Industry Relations, and Jared Carlson, Vice President, Government Affairs, met via video conference with Acting Chairwoman Jessica Rosenworcel and Ethan Lucarelli, Acting Legal Advisor, Wireless and Public Safety. Mr. Heuvelodop and Chairwoman Rosenworcel discussed Ericsson's commitment to and presence in the U.S. market, the need for more mid-band spectrum for 5G in the U.S., and the current state of development of open and interoperable network technology.

Mr. Heuvelodop described Ericsson's 5G factory in Lewisville, Texas, which has been producing radios for Ericsson's U.S. customers. The factory itself stands as an example of the power of 5G, showcasing dozens of use cases automated with 5G connectivity, and also more "human" 5G use cases. For example, when the COVID pandemic hit last year and travel became difficult, Ericsson trained its factory personnel using Augmented Reality (AR) systems powered by 5G as a replacement for offsite training.

Ericsson's commitment to its U.S. customers extends well beyond manufacturing. Ericsson employs over 7,500 professionals in the U.S. and maintains research and development facilities throughout the country. As a trusted supplier to our customers, we are privileged to be part of the success story of 5G in the U.S. Mr. Heuvelodop noted that the U.S. represents more than 30% of Ericsson's global business, with the leading U.S. service providers driving much of Ericsson's R&D investments.

Mr. Heuvelodop agreed with Chairwoman Rosenworcel that the priority for U.S. spectrum policy must shift to freeing up more mid-band spectrum. He stated his appreciation of the recent announcement that the Commission will likely accelerate the schedule for the 3.45 GHz auction because it is clear the demand for mid-band is very strong.

In terms of the future evolution of 5G network technology, Mr. Heuvelodop emphasized that Ericsson has a long-standing track record of contributing to open standards and open-source initiatives. 3GPP has clearly established the most open and widely adopted standards in history,



with over eight billion consumers using devices that can interoperate throughout the world. He noted that it is inaccurate to claim that today's architectures "lock in" service providers to a single vendor. Most networks today are multi-vendor and vendors are continuously exposed to technology upgrade cycles.

Ericsson cooperates closely with leading service providers in the U.S. and around the globe and supports the evolution to increasingly open network architectures. As such, Ericsson recognizes the merits of Open RAN, as evidenced by the fact that Ericsson was one of the leading contributors to the O-RAN Alliance in 2020.

Mr. Heuvelodop said that Ericsson currently leads the industry with 79 5G networks in commercial service around the globe and that Ericsson's lead customers continue to favor the price-performance ratio, and the energy efficiencies, that integrated solutions offer. As new technologies mature, price-performance improves, and customer adoption increases, Ericsson will naturally have to further increase R&D investments to stay competitive in the market.

Rather than mandate particular network architectures, the policy of the U.S. should continue to be technology neutral. The U.S. has clearly demonstrated that open and intense competition, not government mandates, is the most effective way to mobilize the telecom industry to enable unprecedented innovation and value creation. The U.S. led the world in 4G and the "app economy" *not* by insisting on any particular network standard, but by creating an open, predictable and attractive investment climate for all industry stakeholders and allowing operators to select the best technology based on their needs.

In order to deliver on the full potential of the 5G innovation platform, Ericsson's customers in the U.S. demand the most advanced solutions in the industry. These solutions will enable the U.S. to leverage its lead in IoT, AI and Mobile Edge Computing to accelerate the digital transformation of industries. CTIA estimates that America's 5G economy will create roughly 4.5 million jobs and contribute \$1.5 trillion in GDP from 2020 to 2030.

With that as a backdrop, Mr. Heuvelodop stated that the Commission is looking at evolving network architectures in exactly the right manner: by developing a fact-based record on the current state, and future evolution, of technology. As the global leader in 5G technology, Ericsson looks forward to participating in the new docket established to examine the evolution of open network technologies.

In closing, Mr. Heuvelodop stressed Ericsson's commitment to continue to work to close the digital divide and deploy broadband to all Americans.

Sincerely yours,

/s/ Jared M. Carlson

Jared M. Carlson

Vice President, Government Affairs and Public Policy
Ericsson